

# Neosho Nurseries Co.

*"YOURS FOR GROWING SATISFACTION"*

Neosho, Missouri

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## PRICE LIST :: Subject to Change Without Notice

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Effective October 16, 1922.

**PRICES:** These prices are net f. o. b. Neosho, and are subject to stock being unsold when order is received. Transportation charges are paid by the purchaser upon receipt of the goods. If such charges were prepaid the prices would have to be higher. In any case, the purchaser pays for transportation.

**HOW TO FIGURE PRICES:** The quantity rates apply only on varieties of the same kind or class. Any 10 apple and crabapple trees secures the 10 rate but 4 apple and 4 peach and 2 cherry are charged at the each rate. 25 trees of a kind are charged at the 25 rate, for instance 25 one-year XXX apple (9-16 up) cost \$8.75, but 10 apple, 10 peach and 5 cherry in one-year XXX would cost \$12.25. Prices on large quantities will be quoted on a specific list of varieties, number of each and size and age required.

**TERMS:** Orders are payable 10% with order, the balance before shipment. If shipment is to be made after March 15, 1923, the balance is due on that date. On credit sales, prices have to be higher to take care of losses which a credit business always has to meet.

**OUR OBLIGATION:** Every customer is entitled to receive, in good condition, sound, healthy trees or plants of the size, age and variety for which he pays. We will replace without charge any stock that does not reach the purchaser in good condition or that is not free from injurious insects or disease, provided we are notified within ten days of arrival of the goods and such stock is heeled in and held subject to our disposal.

**REPLACEMENTS:** The life of a tree or plant after it reaches the planter depends upon conditions over which we have no control. The chief causes of failure after nursery stock is received are: drying out by wind or freezing in the cold; failure to protect the roots and tops; crowding the roots into sod cut out of the sod; failure to tramp the soil firmly about the roots; lack of proper care and attention. No far minded customer would ask for replacement when failure to grow is unquestionably due to such causes but when the cause of failure is unknown and the customer reports such loss by August 1st following planting the previous spring or fall, we will replace such stock at one-half price, full payment to accompany the order.

**TRUE-TO-NAME:** Our methods of propagation and handling stock insure to the greatest extent the true labeling of our trees and plants. It is mutually agreed between the purchaser and ourselves that we are to be held liable for not more than the purchase price if any stock should by chance prove untrue to name.

**PARCEL POST:** Although we do not believe shipments by Parcel Post are as satisfactory as express or freight, we will, for the convenience of our customers living far from the railroad, ship any tree less than 4 feet in height, small fruits and ornamentals, except shade trees, by Prepaid Parcel Post if you will add twenty per cent to these prices. We will refund the difference if the postage is less.

**NOTE:** All shipments to Canada must go by express or freight.

**EXPRESS** is usually the quickest and most satisfactory method of shipment. Express charges are made on actual weights and delivery is made in the larger towns.

**EXPRESS Charges from Neosho. On 35 lbs. On 100 lbs.**

|                                |        |        |
|--------------------------------|--------|--------|
| To Kansas City, Mo. -----      | \$1.12 | \$2.48 |
| To Chicago, Ill. -----         | 1.66   | 4.08   |
| To Cleveland, O. -----         | 1.84   | 4.58   |
| To New York City -----         | 2.30   | 5.90   |
| To Denver, Colo. -----         | 2.00   | 5.02   |
| To St. Paul, Minn. -----       | 2.00   | 5.02   |
| To New Orleans, La. -----      | 1.93   | 4.80   |
| To San Francisco, Calif. ----- | 4.82   | 13.10  |

The approximate weight of express packages of 100 one-year "XX size" trees of various kinds is as follows:

|   |         |
|---|---------|
| 100 Peach Trees, 7-16—9-16 in., XX size-----  | 85 lbs. |
| 100 Apple Trees, 7-16—9-16 in., XX size-----  | 91 lbs. |
| 100 Cherry Trees, 7-16—9-16 in., XX size----- | 76 lbs. |

**FREIGHT** charges are made on actual weight except on less than 100 lbs., in which case you pay for 100 lbs. Large shipments go by fast freight and when necessary in refrigerator cars.

**SIZE OF FRUIT TREES:** We grade or sort our fruit trees by caliper or diameter about two inches above the point where the grafted or budded top puts forth. The heights given are from actual measurement of all varieties dug last season. These heights vary from year to year according to the growing season. Moreover, varieties of the same class or kind differ in growing habits. Some naturally grow taller, some insist on being cut at a certain height, some grow more shapely tops. A tree is much better than a tall, spindly one. You must cut off part of the top anyway when you plant your trees except with sour cherries.

**REASONS FOR GROWING SATISFACTION.** That is our motto. The inexperienced find our catalog a big help in starting right, and even experienced growers and horticulturists endorse our "Inside Facts of Profitable Fruit Growing" and our "How to Beautify Your Home Grounds." Our customers like our stock. Many of them say so and come back to us for their additional wants.

**CHANGES IN ORDERS:** Tell us on your order if we shall make any changes in sizes or even varieties, adjusting prices according to this price list.

# FIRST NATIONAL BANK, NEOSHO, MO.

August 5th, 1922

To Whom It May Concern:

We are very well acquainted with the men in charge of the Neosho Nurseries Co., and do not hesitate to say you can depend absolutely upon any statement they make as being correct, and if any mistake of any kind should occur in your dealings with them we know you will not have any trouble whatever in getting it corrected.

(Signed) E. C. COULTER,  
Cashier.

*ON LARGE QUANTITIES prices will be quoted on a definite list of varieties, number, size and age required.*

**APPLE, Two-year**—Ada Red, Baldwin, Black Ben, Collins Red, Delicious, Jonathan, King David, Livland, Maiden Blush, McIntosh, Melon, Northern Spy, Paragon, Red Astrachan, R. I. Greening, Rome Beauty, Senator (Oliver), Stayman, Willow Twig, Winesap, Yellow Newtown (Albermarle Pippin), Yellow Transparent, York Imperial.

*NOTE---Our two-year apple have roots and tops that have grown two years in our nursery. The tops are headed 22 to 24 inches from the ground.*

| Two-year | Diameter     | Approximate Height | Each Rate | 10 Rate | 25 Rate | 100 Rate |
|----------|--------------|--------------------|-----------|---------|---------|----------|
| XXXX     | 12-16-in. up | 4 to 7 ft.         | .70       | .60     | .50     | .45      |
| XXX      | 11-16—12-16  | 4 to 6 ft.         | .65       | .55     | .45     | .40      |
| XX       | 10-16—11-16  | 3 to 6 ft.         | .60       | .50     | .40     | .35      |
| X        | 8-16—10-16   | 3 to 6 ft.         | .55       | .45     | .35     | .30      |

**APPLE, One-year**—Varieties same as two-year with addition of Duchess of Oldenburg, Grimes Golden, Mammoth Black Twig, Minkler, Spitzenburg, Wagener, Wilson Red, Wealthy, Winter Banana and Ben Davis. The Grimes Golden are double-worked on Delicious, Mammoth Black Twig and Minkler. This part and the root systems have grown two years in our nursery but the Grimes part which is 12 to 18 inches from the ground is only one-year old, preventing loss from collar-rot.

*The roots of all our one-year apple have grown two years in our nursery.*

| One-year | Diameter    | Approximate Height | Each Rate | 10 Rate | 25 Rate | 100 Rate |
|----------|-------------|--------------------|-----------|---------|---------|----------|
| XXX      | 9-16-in.-up | 4 to 7 ft.         | .55       | .45     | .35     | .30      |
| XX       | 7-16—9-16   | 3 to 6 ft.         | .50       | .40     | .30     | .25      |
| X        | 5-16—7-16   | 3 to 5 ft.         | .45       | .35     | .25     | .20      |

**CRABAPPLE, One-year only** and same prices as one-year apple.—Excelsior, Florence, Hyslop.

**PEAR, Two-year**—Anjou, Bartlett, Flemish Beauty, Garber, Kieffer, Seckel.

| Two-year | Diameter   | Each rate | 10 rate |
|----------|------------|-----------|---------|
| XX       | 9-16—11-16 | 1.20      | 1.10    |

**DWARF PEAR, Two-year**—Anjou, Bartlett, Duchess d'Angouleme, Seckel.

| Two-year | Diameter    | Each rate | 10 rate |
|----------|-------------|-----------|---------|
| XXX      | 10-16—11-16 | 1.20      | 1.10    |

**PEACH**, One-year—Alton, Arp Beauty, Belle of Georgia, Carman, Champion, Crosby, Early Elberta, Early Rose, Elberta, Eureka, Greensboro, Heath Cling, Hiley, Illinois, J. H. Hale, Krummel, Late Crawford, Late Elberta, Lola, Mayflower.

| One-year | Diameter     | Approximate Height | Each Rate | 10 Rate | 25 Rate | 100 Rate |
|----------|--------------|--------------------|-----------|---------|---------|----------|
| XXXX     | 11-16 in. up | 4 to 7 ft.         | .55       | .45     | .35     | .30      |
| XXX      | 9-16—11-16   | 3 to 6 ft.         | .50       | .40     | .30     | .25      |
| XX       | 7-16—9-16    | 3 to 6 ft.         | .45       | .35     | .25     | .20      |
| X        | 5-16—7-16    | 2 to 5 ft.         | .40       | .30     | .20     | .15      |

**CHERRY**, Sour Varieties, One-year—Branched.—Early Richmond, English Morello, Montmorency. No English Morello in XXXX 11-16 up and XXX 9-16 sizes.

|      | Diameter   | Approximate Height | Each Rate | 10 Rate | 25 Rate | 100 Rate |
|------|------------|--------------------|-----------|---------|---------|----------|
| XXXX | 11-16 up   | 3 ft. up           | .95       | .85     | .75     | .70      |
| XXX  | 9-16—11-16 | 2 to 4 ft.         | .85       | .75     | .65     | .60      |
| XX   | 7-16—9-16  | 2 to 4 ft.         | .70       | .60     | .50     | .45      |
| X    | 5-16—7-16  | 2 to 3 ft.         | .55       | .45     | .35     | .30      |

**CHERRY**, Sweet Varieties—One-year—Whips—Black Tartarian, Napoleon (Royal Ann).

|      |  | Approximate Height | Each Rate | 10 Rate | 25 Rate | 100 Rate |
|------|--|--------------------|-----------|---------|---------|----------|
| XXXX |  | 5 to 7 ft.         | .95       | .85     | .75     | .70      |
| XXX  |  | 4 to 5 ft.         | .85       | .75     | .65     | .60      |
| XX   |  | 3 to 4 ft.         | .70       | .60     | .50     | .45      |
| X    |  | 2 to 3 ft.         | .55       | .45     | .35     | .30      |

**PLUM** (on Peach roots)—Abundance, America, Burbank, Endicott, Italian Prune, Omaha, Red June, Shropshire, Wild Goose. **PLUM** (on Plum roots)—French Damson, Green Gage, Lombard. Note—Shropshire and Italian are smaller growers and there will be few in the XXXX 11-16-in. up size. French Damson sold out except X and 3-16 size.

|      |              |            | Each Rate | 10 Rate | 25 Rate | 100 Rate |
|------|--------------|------------|-----------|---------|---------|----------|
| XXXX | 11-16-in. up | 5 to 7 ft. | .70       | .60     | .50     | .45      |
| XXX  | 9-16—11-16   | 4 to 6 ft. | .65       | .55     | .45     | .40      |
| XX   | 7-16—9-16    | 3 to 6 ft. | .60       | .50     | .40     | .35      |
| X    | 5-16—7-16    | 3 to 5 ft. | .55       | .45     | .35     | .30      |
|      | 3-16—5-16    | 2 to 4 ft. | .50       | .40     | .30     | .25      |

**APRICOT**, One-year (on Peach roots)—Superb. Same prices and sizes as Plum.

**QUINCE**—Orange, Rea's Mammoth, Van Deman.

|   | Diameter   | Each Rate | 10 Rate | 25 Rate |
|---|------------|-----------|---------|---------|
| X | 3-8 in. up | 1.00      | .90     | .80     |

**CURRANTS**, Two year—London Market, Perfection, Red Cross, White Grape.

|  | Each rate | 10 rate | 25 rate |
|--|-----------|---------|---------|
|  | .40       | .35     | .30     |

**GOOSEBERRIES**, Two-year—Downing, Houghton, Josselyn, Oregon Champion.

|  | Each rate | 10 rate | 25 rate |
|--|-----------|---------|---------|
|  | .35       | .30     | .25     |

**GRAPE VINES—No. 1.—Concord.**

| Each | rate | 10 | rate | 25 | rate | 100 | rate |
|------|------|----|------|----|------|-----|------|
|      | .20  |    | .15  |    | .12  |     | .10  |

All other varieties—Agawam (Red—Midseason), Barry (Black—Midseason), Brighton (Red—Early), Campbell Early (Black—Early), Delaware (Red—Early), Diamond (White—Early), Herbert (Black—Midseason), Moore Early (Black—Early), Niagara (White—Midseason), Wilder (Black—Midseason), Worden (Black—Early).

| No. 1. | Each | rate | 10  | rate | 25  | rate | 100 | rate |
|--------|------|------|-----|------|-----|------|-----|------|
|        | .30  |      | .25 |      | .20 |      | .15 |      |

**BLACKBERRY.** McDonald, Lucretia Dewberry, Early Harvest, Eldorado, Mersereau, Snyder.

| 10 | rate | 25 | rate | 100 | rate |
|----|------|----|------|-----|------|
|    | .10  |    | .06  |     | .05  |

**STRAWBERRY for Spring Delivery Only.**

Standard Varieties—Aroma, Klondike, Lady Thompson, Ozark Early, Senator Dunlap, Son's Prolific. These are self-fertile and do not require other varieties for pollination.

| Per 25                   | Per 100 | Per 500 | Per 1000 |
|--------------------------|---------|---------|----------|
| .50                      | \$1.25  | \$5.00  | \$8.00   |
| Everbearing—Progressive. |         |         |          |
| Per 25                   | Per 100 | Per 500 | Per 1000 |
| .75                      | \$2.00  | \$7.50  | \$12.00  |

| RASPBERRY.                    | 10   | 25   | 100  |
|-------------------------------|------|------|------|
| Cumberland, Kansas, Cuthbert, | Rate | Rate | Rate |
| Ranere (St. Regis)-----       | .10  | .06  | .05  |

| RHUBARB. | Each | rate | 10 | rate | 25 | rate | 100 | rate |
|----------|------|------|----|------|----|------|-----|------|
|          |      | .20  |    | .15  |    | .12  |     | .10  |

| HORSERADISH. | 10  | rate | 25  | rate | 100 | rate |
|--------------|-----|------|-----|------|-----|------|
|              | .10 |      | .07 |      | .05 |      |

| ASPARAGUS—Reading Giant, Washington. | 10  | rate | 25  | rate | 100 | rate |
|--------------------------------------|-----|------|-----|------|-----|------|
|                                      | .07 |      | .05 |      | .03 |      |

**NUT TREES.**

Shipped direct from Nursery in Pennsylvania.

Budded or Grafted, adapted for Northern States.

**PECAN**—Busseron, Butterick, Greenriver, Indiana, Marquardt, Niblack, Posey.

**ENGLISH WALNUT**—Franquette, Mayette, Rush.

Prices on Pecan and English Walnut:

|             |             |                   |
|-------------|-------------|-------------------|
| 1½ to 2 ft. | \$1.75 each | \$17.50 per dozen |
| 2 to 3 ft.  | 2.00 each   | 20.00 per dozen   |
| 3 to 4 ft.  | 2.25 each   | 22.50 per dozen   |
| 4 to 5 ft.  | 2.50 each   | 25.00 per dozen   |
| 5 to 6 ft.  | 2.75 each   | 27.50 per dozen   |

**BLACK WALNUT**—Ohio, Stabler, Thomas.

|             |             |                   |
|-------------|-------------|-------------------|
| 1½ to 2 ft. | \$1.50 each | \$15.00 per dozen |
| 2 to 3 ft.  | 1.75 each   | 17.50 per dozen   |
| 3 to 4 ft.  | 2.00 each   | 20.00 per dozen   |
| 4 to 5 ft.  | 2.25 each   | 22.50 per dozen   |
| 5 to 6 ft.  | 2.50 each   | 25.00 per dozen   |
| 6 to 7 ft.  | 2.75 each   | 27.50 per dozen   |
| 7 to 9 ft.  | 3.00 each   | 30.00 per dozen   |

Dozen rates apply only on varieties of the same kind.

## SHRUBS.

These prices are on strong plants varying in size with variety, some being naturally smaller growers.

|                                   | Each rate | 10 rate | 25 rate |
|-----------------------------------|-----------|---------|---------|
| Althea (white) -----              | .60       | .55     | .50     |
| Barberry, Japanese -----          | .60       | .55     | .50     |
| Deutzia, Lemoinei -----           | .50       | .45     | .40     |
| Deutzia, P of R -----             | .50       | .45     | .40     |
| Dogwood, Siberian -----           | .50       | .45     | .40     |
| Golden Bell (F. Intermedia) ----- | .75       | .70     | .65     |
| High Bush Cranberry -----         | .75       | .70     | .65     |
| Honeysuckle, Japan Bush-----      | .50       | .45     | .40     |
| Hydrangea, A. S. -----            | .75       | .70     | .65     |
| Hydrangea, P. G. -----            | .75       | .70     | .65     |
| Japan Quince -----                | .50       | .45     | .40     |
| Japanese Rose -----               | 1.00      | .95     | .90     |
| Prairie Rose -----                | .50       | .45     | .40     |
| Rosa Rugosa -----                 | .75       | .70     | .65     |
| Snowball -----                    | .60       | .55     | .50     |
| Snowberry -----                   | .45       | .40     | .35     |
| Spirea, Crimson A. W.-----        | .75       | .70     | .65     |
| Spirea, Thunbergii -----          | .60       | .55     | .50     |
| Spirea, Van Houttei -----         | .45       | .40     | .35     |
| Syringa (Mock Orange)-----        | .60       | .55     | .50     |
| Weigela Rosea -----               | .60       | .55     | .50     |

## ORNAMENTAL TREES.

|                                     |              | Each Rate | 10 Rate |
|-------------------------------------|--------------|-----------|---------|
| Bechtel Crab, Double-flowered ----- | 2 to 3 ft.   | 1.00      | .90     |
| Elm, American White -----           | 6 to 8 ft.   | 1.00      | .90     |
| Green Ash -----                     | 6 to 8 ft.   | 1.00      | .90     |
| Linden, American -----              | 4 to 5 ft.   | 1.00      | .90     |
| Norway Maple -----                  | 6 to 8 ft.   | 2.00      | 1.75    |
| Silver Maple -----                  | 6 to 8 ft.   | .75       | .65     |
| Sugar Maple -----                   | 6 to 8 ft.   | 2.00      | 1.75    |
| Carolina Poplar -----               | { 4 to 6 ft. | .50       | .40     |
|                                     | { 6 to 8 ft. | .60       | .50     |
| Lombardy Poplar -----               | { 4 to 6 ft. | .50       | .40     |
|                                     | { 6 to 8 ft. | .60       | .50     |

## ROSES.—Field grown.

|                                     | Each rate | 10 rate |
|-------------------------------------|-----------|---------|
| *Everbloomers.                      |           |         |
| Climbing American Beauty (Red)----- | .85       | .75     |
| Dorothy Perkins (Climber—Pink)----- | .60       | .50     |
| Excelsa (Climber—Red) -----         | .60       | .50     |
| *Annie Miller (Pink) -----          | .60       | .50     |
| Conrad F. Meyer (Pink)-----         | .85       | .75     |
| Gen. Jacqueminot (Red) -----        | .85       | .75     |
| *Gruss An Teplitz (Red) -----       | .85       | .75     |
| *Maman Cochet (Pink) -----          | .85       | .75     |
| Marshall P. Wilder (Red) -----      | .85       | .75     |
| Paul Neyron (Pink) -----            | .85       | .75     |
| *Snow Queen (White Am. Beauty)----- | .85       | .75     |
| *Wm. R. Smith (Pinkish White) ----- | .85       | .75     |

## CLIMBING VINES.

|                          | Each Rate | 10 Rate |
|--------------------------|-----------|---------|
| Boston Ivy -----         | .50       | .45     |
| Clematis, Japanese ----- | .50       | .45     |
| Honeysuckle, Halls ----- | .35       | .30     |
| Trumpet Vine -----       | .35       | .30     |
| Wisteria, Japanese ----- | .50       | .45     |

| HEDGE.              |           | 10 rate | 25 rate | 100 rate |
|---------------------|-----------|---------|---------|----------|
| California Privet   | 6—12-in.  | .08     | .06     | .05      |
|                     | 12—18-in. | .10     | .07     | .06      |
|                     | 18—24-in. | .12     | .09     | .07      |
|                     | 3— 4 ft.  | .20     | .15     | .12      |
| Ibota Privet        | 12—18-in. | .20     | .15     | .12      |
|                     | 18—24-in. | .25     | .22     | .20      |
|                     | 2— 3 ft.  | .30     | .27     | .25      |
|                     | 3— 4 ft.  | .35     | .32     | .30      |
| Japanese Barberry   | 6—12-in.  | .30     | .25     | .20      |
|                     | 12—18-in. | .40     | .35     | .30      |
|                     | 18—24-in. | .55     | .50     | .45      |
|                     | 2— 3 ft.  | .60     | .55     | .50      |
| Spirea, Van Houttei | 12—18-in. | .20     | .15     | .10      |
|                     | 18—24-in. | .25     | .20     | .15      |
|                     | 2— 3 ft.  | .35     | .30     | .25      |
|                     | 3— 4 ft.  | .40     | .35     | .30      |

#### LILAC.—Common Purple.

|              | Each rate | 10 rate | 25 rate |
|--------------|-----------|---------|---------|
| 18 to 24 in. | .35       | .30     | .25     |
| 2 to 3 ft.   | .45       | .40     | .35     |

**PEONIES.** The most widely planted and popular of all hardy flowers. Easy to grow but prefer rich, deep soil and sun.

Couronne de Or—White, gold stamens and carmine tips.

Delachei—Deep purple-crimson; large semi-double.

Dorchester—Pale pink, large, fragrant, beautiful.

Duchess de Nemours—White, green tips at center, fragrant.

Duc de Wellington—Ivory white, large, double, fragrant.

Festiva Maxima—White, carmine tips at center, spicy.

La Sublime—Crimson, fine, full, fragrant.

Madame Lebon—Bright cherry pink, very large.

Meissonier—Brilliant reddish-purple, free bloomer.

Nigricans—Dark crimson, compact bloom.

Prince Imperial—Brilliant purplish scarlet; very large.

Each Rate, .50      10 Rate, .40      25 Rate, .35

#### IRIS.

**IRIS GERMANICA**—The Fleur-de-lis of France, sometimes called Hardy Orchids because of their exquisite coloring.

Black Prince—Dark purplish blue; very early.

Celeste—Pale azure blue, large.

Fairy—White with touch of soft blue; fragrant.

Flavescens—Creamy white; sweet scented.

Madame Chereau—White frilled with clear blue; long season.

Perfection—Purple and lavender; very beautiful.

Queen of May—Lilac with rose tint; one of the best.

Sans Souci—Canary-yellow and crimson-brown.

**IRIS SIBERICA**—Has narrow grass-like foliage; long stems; blooms after the German varieties.

Orientalis—Intense blue, beautifully marked.

Snow Queen—White with touch of gold near center.

Each Rate, .15      10 Rate, .14      25 Rate, .12      100 Rate, .10

**VIOLETS**—Single, Fragrant, Purple.

Per 25, .75      Per 50, 1.30      Per 100, 2.10

California, Dec. 15, 1921.

"The 400 1-yr. XX peach trees that I ordered this Spring were sure fine trees and are doing fine. They look like 2-year old trees."—I. A. Dozier.

## THESE ARE SAMPLES OF HUNDREDS OF LETTERS FROM OUR CUSTOMERS

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Major County, Okla.

"My trees that I got of you have done fine. Lost two out of 1175. Have made good growth."—L. H. Driscoll.

Gedney N. Holbeach, Lines, England, Aug. 22, 1921.

"The trees I had from you in the Spring are growing well considering that we have had only about half our usual rainfall."—A. Francis.

Botetourt County, Va., Aug. 12, 1921.

"The trees (630 apple, 25 peach) you sent me last fall were the finest in every respect I ever planted. They were examined by a ——— inspector and only one was thrown out. He stated that they were the best lot of trees he ever inspected. They are all growing fine and am thoroughly satisfied."—C. J. Kinzie.

Perry County, Ark., July 22, 1921.

"In answer to your letter of July 1st, I am glad and proud to let you know that all my 765 trees I got of you last spring are doing very satisfactorily with the exception of 4 peach trees, and I am to blame for I planted them too near to the water. The greater part of the 365 apple trees I got of you last spring made a growth of  $2\frac{1}{2}$  to  $3\frac{1}{2}$  feet in all directions. I am sure proud of the trees I got of you. I myself don't know much about fruit growing as I came from Odessa, South Russia, where we plant nothing but winter wheat, but I simply used your "Inside Facts of Profitable Fruit Growing" and made good."—O. F. Hornbacher.

Arkansas, Sept. 21, 1922.

"In 1920 we planted 18,000 of your Elberta peach trees and the last season we shipped one car of very fine peaches, at two years old. We expect a bumper crop next year. Our trees are as large as four-year trees usually are. We do not hesitate to recommend your trees to anyone wanting nice clean stock."—Big Four Orchard Co.

Wayne County, Ohio, Oct. 2, 1922.

"We are glad to say that all trees purchased from you last year as well as two years ago have all grown well. The trees when received were in better condition when they arrived than were trees which came from nearby. The quality of stock is of a superior grade. We hardly believe that you will have many trees to replace if all your buyers are honest. We haven't lost enough to bother about."—E. V. Rice.

Blair County, Pa., Sept. 18, 1922.

"Yours just received. The order received from you last spring was very satisfactory and grew all right. The material ordered from you has always been O. K. and I can recommend you heartily. For the lack of space I cannot order heavily but I shall remember you when in need of anything in your line. I think your "Replacement" proposition very liberal, indeed, for it is surprising how little many people know or care about handling trees when received from the nursery. It is a great wonder that a greater percentage is not lost. So much depends on a proper start for the tree as well as for a child."—P. D. Aurandt.